

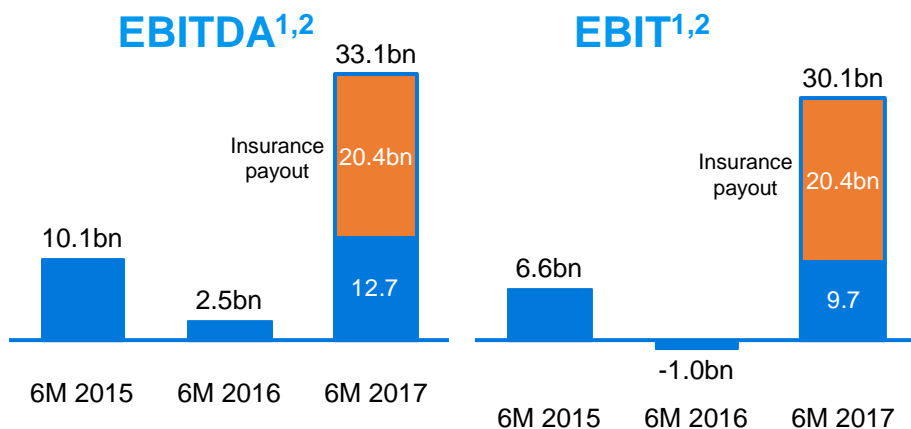


Unipro PJSC 2017 6M results

8 August 2017

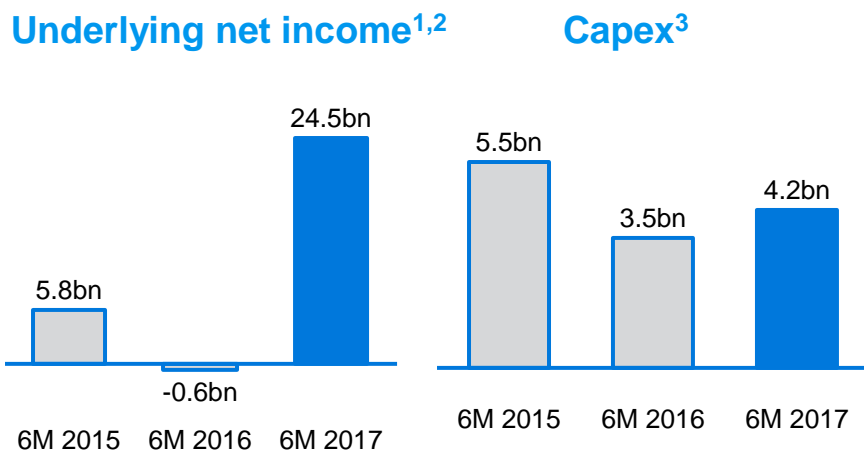


Earnings supported by insurance compensation



Highlights

- Significant earnings impact from RUB 20.4bn insurance payout in May
- Improving profitability of underlying business despite the absence of Berezovskaya 3 earnings
- Increasing gross margin thanks to the uplift of capacity payments under CSA contracts
- Decrease of fuel costs due to high fuel efficiency and optimisation of fuel procurement
- Capex increase due to Berezovskaya repairs becomes visible



Berezovskaya: clarity about project metrics

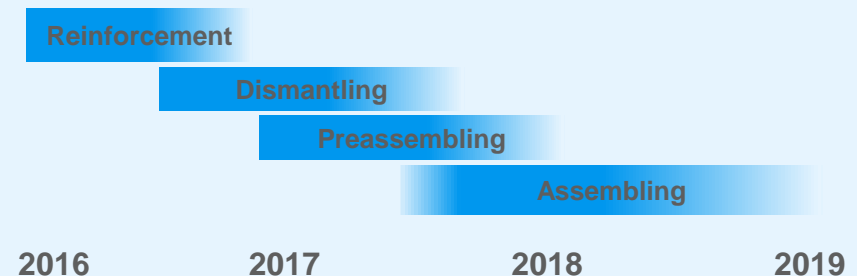
Contractor agreement allows reliable cost update

- Final agreement with main contractor reached
- Clarity regarding remaining projects costs:
RUB 28bn capex to be spent
- RUB 8bn capex have been spent so far
- Part of the projects costs reimbursed:
RUB 26bn insurance proceeds received



Significant progress in project realization made up to date:

- Reinforcement finalised
- Debris removal close to finalisation
- Dismantling to be finalised until 2018
- Pre-assembling has started
- Reassembling of boiler to start in 2018
- **COD expected in Q3'2019**



Impact of CSA formula uplift now fully effective

European Zone

- Day ahead market price +0.4%
- Price increase in Tyumen region (relevant for Surgutskaya) +5.2%
- Gas tariff indexation by 3.9% from 1st of July 2017

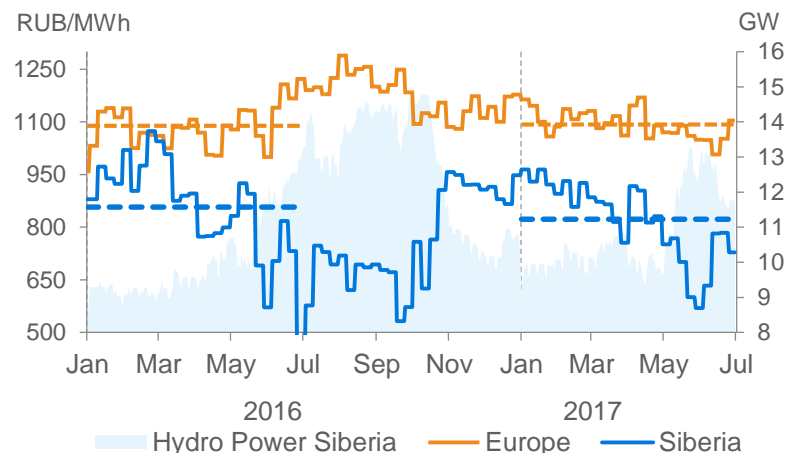
Siberian zone

- Day ahead market price -4.1%
- Decrease of market demand in Q1 due to large consumers' bids outside of DAM
- Cheaper generation due to high water supply
- Electricity imports from Kazakhstan

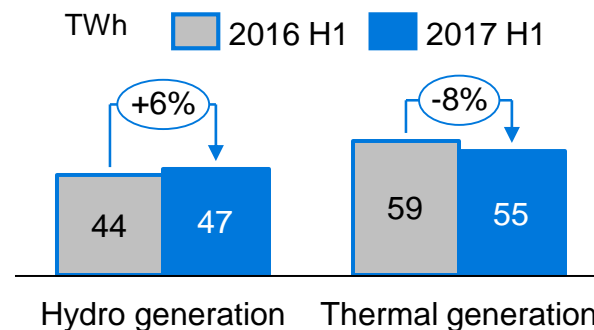
Regulation

- Uplift of CSA formula now effective for all relevant new build plants of Unipro (1.6GW of Shaturskaya, Yaivinskaya and Surgutskaya)
- Further positive CSA impact due to increase of DAM coefficient¹ in 2017, effective for Shaturskaya and Yaivinskaya

DAM price (weekly average, RUB/MWh)



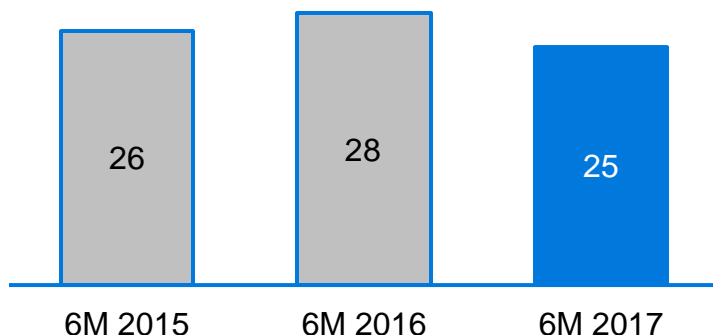
Generation in Siberian zone



Power generation below last year levels but above market average

Electric power generation

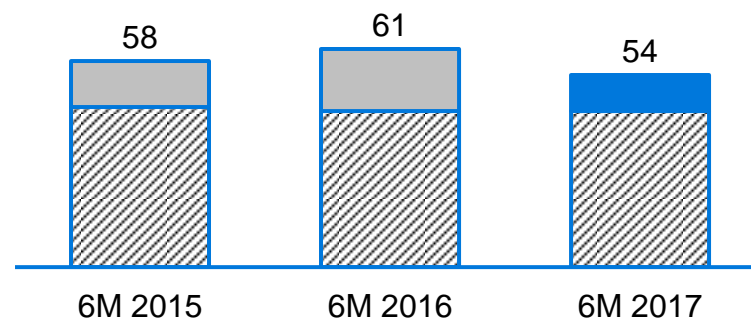
TWh



Load factor¹

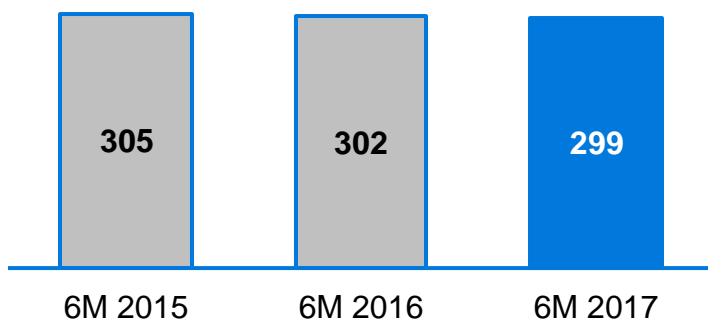
%

Unipro PJSC Market average



Efficiency

Gfe/kWh – Fuel equivalent grams per 1 kWh

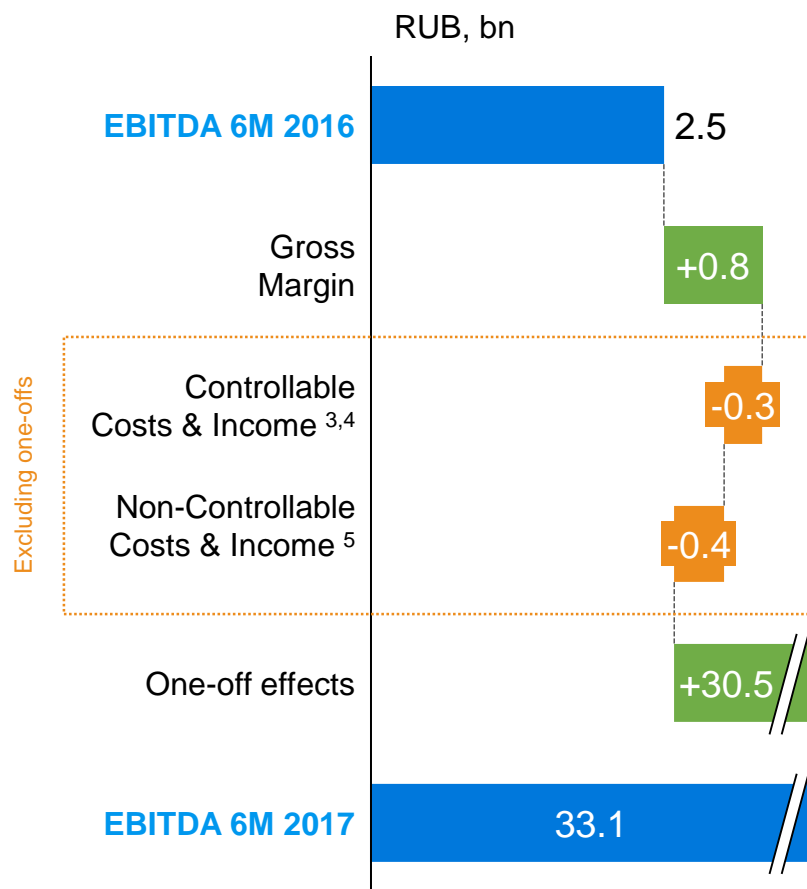


Background

- Unipro's power generation declined year on year, however load factor¹ remains stable over market level
- Lower generation by Berezovskaya due to high water levels in Siberia
- Lower generation by Surgutskaya

Robust earnings development thanks to CSA

EBITDA¹ drivers 6M 2017 vs. 6M 2016



Gross margin²: +4.4% to RUB 19.6bn

- Electricity: negative effects of lower generation volumes, partly compensated by positive price effects
- Capacity: uplift of CSA tariffs overcompensating the absence of capacity payments for Berezovskaya 3

Cost base excluding one-offs^{3,4}

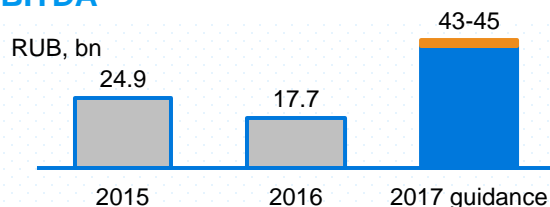
- Costs development in line with inflation

Significant one-off effects:

- Berezovskaya write off: RUB 10.6bn⁶ in H1'16
- Insurance proceeds: RUB 20.4bn in Q2'17
- Opex increase for Berezovskaya 3 repair⁷

Providing further dividend visibility

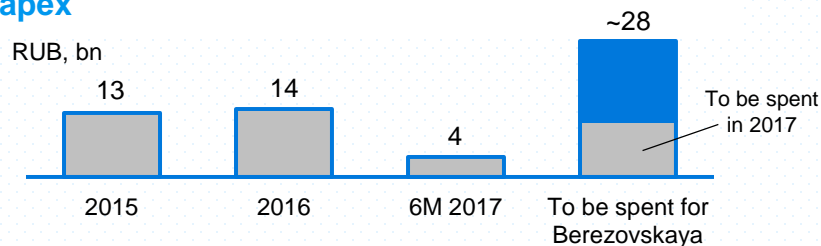
EBITDA



EBITDA guidance for 2017

- Stable operating results expected in H2
- Supported by further positive CSA effects
- **EBITDA 2017: guidance narrowed from 41-45bn to RUB 43-45bn**

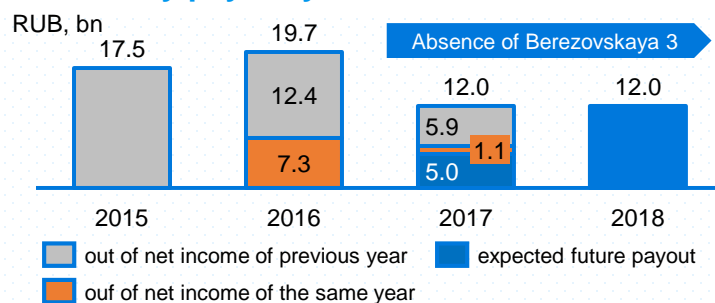
Capex



RUB 12bn dividend to be paid in 2017

- RUB 7bn¹ paid out in July'17
- 5bn¹ expected in Dec'17/Jan'18

Dividends by payout year¹



Dividend guidance for 2018

- Reflecting high cash requirements for the Berezovskaya repair
- Continuing to be a reliable dividend payer
- **RUB 12bn expected to be paid in 2018**

1. Dividends payouts by reference periods are: RUB 17.5bn for 2014 (paid out in 2015), RUB 12.4 for 2015 (paid out in 2016), RUB 7.3 for Q1-Q3'2016 (paid out in 2016), RUB 5.9bn, for Q4'2016 (paid out in 2017), RUB 1.1bn for Q1'2017 (paid out in 2017), RUB 5.0bn for Q2-Q3'2017 (expected in Dec'2017-Jan'2018)

Appendix



Financials

Key P&L items, in RUBbn

RUBbn	6M 2016	6M 2017
Sales¹	39.0	37.2
Fuel costs	-18.7	-16.4
Other costs of sale	-1.6	-1.2
Gross Margin	18.8	19.6
Controllable costs	-5.6	13.9
<i>excluding one-offs</i>	-5.4	-5.7
Non-controllable costs	-11.2	-1.0
<i>excluding one-offs</i>	-0.6	-1.0
Other operating income ²	0.6	0.6
EBITDA	2.5	33.1
EBIT	-1.0	30.1
Underlying net income	-0.6	24.5

Operating KPIs

Operating KPIs per power plant

	Gross MW installed ¹	CSA MW installed ¹	Load Factor	Load Factor	TWh produced ²	TWh produced ²
	6M 2017	6M 2017	6M 2016	6M 2017	6M 2016	6M 2017
Surgutskaya-2	5,657	797	73%	67%	18.0	16.5
Berezovskaya ³	2,400	800	45%	32%	4.7	3.4
Shaturskaya	1,493	393	33%	23%	2.1	1.5
Smolenskaya	630	0	29%	25%	0.8	0.7
Yaivinskaya	1,025	425	53%	55%	2.4	2.5
Unipro total	11,205	2,415	57%	50%	28.0	24.5

Earnings streams

Earnings streams per component¹

	Electricity sales in TWh ²	Capacity sales in GW ³	Average price or tariff	Average price or tariff
	6M 2017	6M 2017	6M 2016	6M 2017
Electricity, DAM Zone 1	16.8	-	919 RUB/MWh	956 RUB/MWh
Electricity, DAM Zone 2	3.1	-	853 RUB/MWh	840 RUB/MWh
Electricity, regulated	5.4	-	675 RUB/MWh	701 RUB/MWh
Capacity, KOM Zone 1	-	4.9	115 kRUB/MW/month	119 kRUB/MW/month
Capacity, KOM Zone 2	-	1.2	190 kRUB/MW/month	188 kRUB/MW/month
Capacity, CSA Zone 1	-	1.5	663 kRUB/MW/month	910 kRUB/MW/month
Capacity, regulated	-	2.5	107 kRUB/MW/month	114 kRUB/MW/month

Reporting calendar & contacts

Reporting calendar

Date	Event
October 23, 2017	Publication of RAS financial statements of Unipro PJSC for 9 months of 2017
November 07, 2017	Publication of IFRS financial results of Unipro Group for 9 months of 2017
March 07, 2018	Publication of IFRS financial results of Unipro Group for 2017

Contacts

Dmitri Ermilichev	Email: Ermilichev_D@unipro.energy	Phone: +7 (495)545-3838
Mikhail Prokhorov	Email: Mikhail.Prokhorov@uniper.energy	Phone: +49 (211)4579-4484

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